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# Members Make Co-ops Go





## FARMER COOPERATIVE SERVICE U.S. DEPARTMENT OF AGRICULTURE

Farmer Cooperative Service provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The Service (1) helps farmers and other rural residents obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

The Service publishes research and educational materials and issues *News for Farmer Cooperatives*. All programs and activities are conducted on a nondiscriminatory basis, without regard to race, creed, color, sex, or national origin.

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- This publication is one of a series designed to provide basic cooperative information.

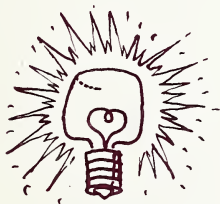
# Members Make Co-ops Go

C.H. Kirkman, Jr.  
Farmer Cooperative Service

A co-op is a group of people



--- with similar needs ---



such as - power - credit - food



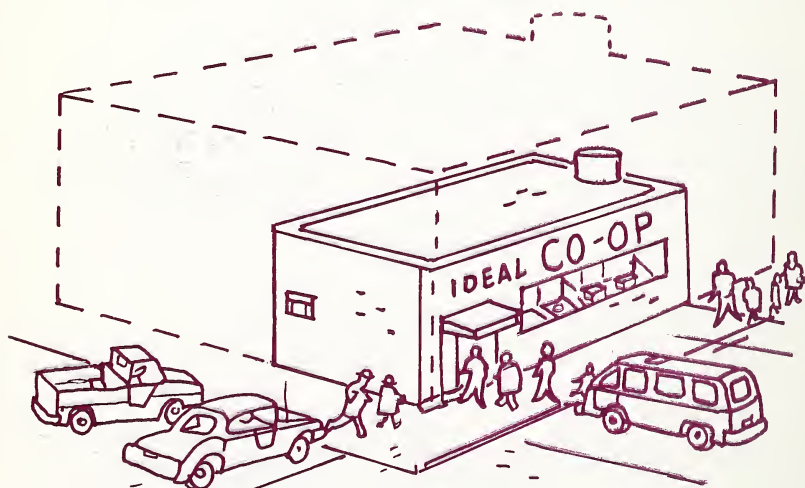
or selling products and buying supplies.



✓ As members they both own and use the co-op.



✓ If they expect help from their cooperative--  
As members they must make the co-op go and grow.

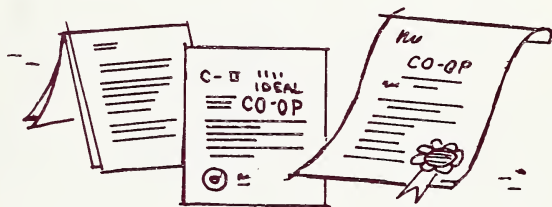


They must:

- ✓ Help get the facts they need to start a co-op -- and help organize it.



- ✓ Understand the articles of incorporation, bylaws, marketing agreements, and other legal papers.



- ✓ Choose good directors.





- ✓ Attend all meetings for members .  
Encourage other members to do the same .



- ✓ At meetings discuss problems, opinions, and ideas . Vote, and then accept the decision of the majority .



- ✓ Know how the co-op is working .  
Provide information when asked for it .





- ✓ Keep an open mind about new ways to make the co-op better.



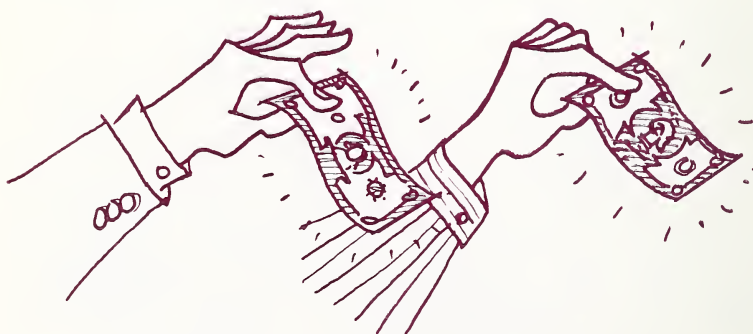
- ✓ Use the co-op. Get others to use it.



- ✓ Do as much business for cash as possible.  
If credit is extended, pay bills promptly.



- ✓ With other members supply the biggest part of the money to start the co-op, and make it grow.



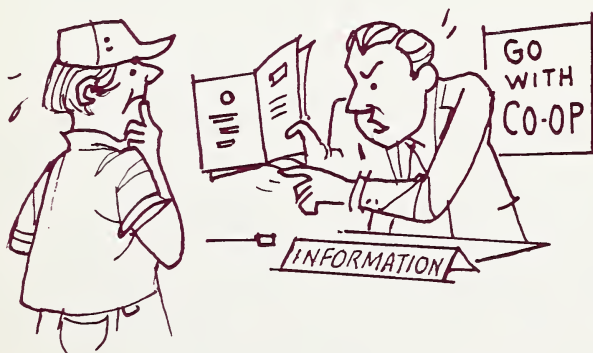
- ✓ Accept special jobs when asked.



- ✓ Realize the co-op is the members' business -- not just an outside business.



- ✓ Defend the cooperative when people give wrong information about it.



- ✓ Look at member, director, or employee problems with an open mind.



- ✓ Take only good quality products to the co-op to be sold.



- ✓ Don't ask for special favors -- such as lower prices and more credit.



✓ Tell others about the co-op.



✓ The cooperative is yours! Be a proud member!



✓ Remember. To make your co-op go, you must keep going to your co-op.



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Information 67 (Also in Spanish)

**Is There a Co-op in Your Future?**

Information 81

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**What Co-op Directors Do.**

Information 71 (Also in Spanish)

**Manager Holds Important Key to Co-op Success.**

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